BUCKS NATIONAL INTRODUCTION SCENARIOS

5/3/90

NET VOLUME (million)

| CANN% | 1 | 2 | 3 | 4 |
|---|---|---|---|---|
| 45% | 716 | 150 | 797 | 150 |
| 50% | 664 | 150 | 738 | 150 |
| 55% | 613 | 150 | 679 | 150 |
| PIPELINE | 150 | 150 | 150 | 150 |
| GROSS VOLUME | 1,179 | 150 | 1,326 | 150 |
| SHARE | 0.7 | 0.7 | 0.8 | 0.8 |
| INTRO DATE | 10/90 | 1/91 | 10/90 | 1/91 |

**ASSUMPTIONS**

1990 INDUSTRY VOLUME OF 519.7 BILLION UNITS

1.2 billion

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Source: https://www.industrydocuments.ucsf.edu/docs/ktby0004